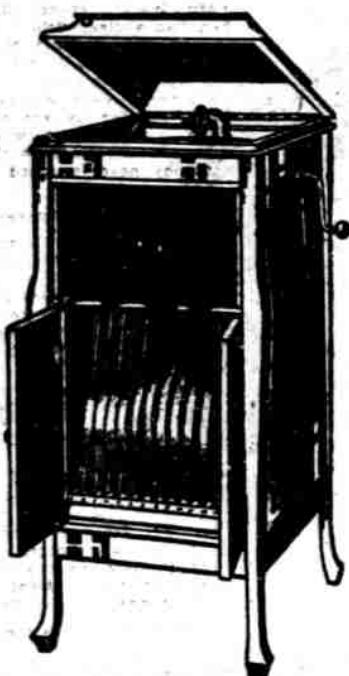




"One-Step" Dance Records for HERALD Coupon and 35c

Call and hear them or phone us, M. 750, and we will demonstrate them in your home.



THE LEADER
Grafonola and \$10.00 worth of double-disc records for only
\$85.00

Small cash payment and monthly payments to finish.



THE JEWELL
Grafonola with six 10-inch double-disc dance records only

\$38.90

Easy Payments.

Other Graphophones and Grafonolas from \$15.00 to \$500.

OPPORTUNITIES IN COMPLETE GRAFONOLA SETS No First Payment—Ten Days' Free Trial

Since Hecht & Company began selling Columbia Grafonolas hundreds of Washington homes have been brightened and made happier with the music of these wonderful talking machines.

Although prices are the same and models are the same everywhere—here you receive **BETTER TERMS AND BETTER SERVICE**—and, another thing, **WITH EVERY Columbia sold by us you RECEIVE A TWO-YEAR GUARANTEE OF SATISFACTION**, which means kept in repair during this time free of any charges.

Being the largest distributors of Columbia Grafonolas in Washington, we also have every record made. Operas, Bands, Orchestra and instrumental Selections, Songs, Dance Music, etc., can be obtained on the Columbia Discs almost as soon as the compositions make their appearance on the stage or concert platform.

Bring Your Coupon Here, Together with 35c, and Have It Exchanged for the Columbia Special One-Step Instruction Dance Record, worth 65c.

Columbia Outfit,
\$25.75



This Outfit Consists of
A Columbia
Graphophone \$15
10 Selections.
(5 records).
Cabinet for 150 Records.

ALL FOR
\$25.75
50c a Week
No First Payment

This is a remarkably low-price outfit. Both cabinet and graphophone are of golden oak, nicely finished.

Eclipse Grafonola Outfit,
\$31.40



This Outfit Consists of
Eclipse
Grafonola \$20
12 Selections.
(6 records).
Oak Cabinet.

ALL FOR
\$31.40
50c a Week
No First Payment

The cabinet is of golden oak and will hold 150 records in a manner for quick and easy selection.

Regal Grafonola Outfit,
\$38.90



This Outfit Consists of
Regal
Grafonola \$35
12 Selections.
(6 records).

ALL FOR
\$38.90
75c a Week
No First Payment

The Regal may be had in quarter-sawn golden oak or mahogany finish. The shelf below can be used to hold record albums.

Jewel Grafonola Outfit,
\$50.90



This Outfit Consists of
Jewel
Grafonola \$35
12 Selections.
(6 records).
Large Cabinet.

ALL FOR
\$50.90
75c a Week
No First Payment

This Jewel is of solid quarter-sawn oak, and has a piano hinged top. The large solid oak record cabinet holds 225 records.

Going on a Vacation?

Take along a Columbia Portable Outfit and you'll have one of the best companions on your trip.



A Charge Account Simplifies Shopping Tremendously at

HECHTS'
Seventh Street



Choose Your Records From Our Large Stock.

Lame Duck, Tango, One-Step, Hottentots, Boston, Two-Step, Maxine, and Fish Walk records under the direction of Mr. Hepburn Wilson.



Graphophone Co.



1210 G STREET



THE JEWEL

Grafonola with six 10-inch double-disc dance records, only

\$38.90

Easy Payments.

Other Graphophones and Grafonolas from \$15.00 to \$500.00



BRING YOUR COUPONS TO US WITH 35 CENTS AND GET THE ONE-STEP INSTRUCTION RECORD AND A FREE COPY OF G. HEPBURN WILSON'S BOOK, "HOW TO DANCE THE MODERN DANCES."

HUGO WORCH

Worch Building

1110 G Street Northwest



J. PIANO CO. G
G St. AT 13th WASH., D.C.

Bring Your Coupons Here